Foreign Agricultural Service
*GAIN* Report
Global Agriculture Information Network

Required Report - public distribution
Date: 10/3/2001
GAIN Report #BR1031

# Brazil

# Exporter Guide

# Annual

# 2001

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**Report Highlights:**
**This report provides U.S. exporters up-to-date information on Brazilian import procedures. Although, it is responsibility of the Brazilian importers to provide the Government of Brazil (GOB) documentation and detailed information on import operations, gaining knowledge of the process becomes crucial for U.S. exporters to develop the market and place U.S. products in the best timing. In addition, the Exporter guide refers to the food distribution sector situation and areas to be developed.**

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Includes PSD changes: No
Includes Trade Matrix: No
Annual Report
São Paulo [BR3], BR

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# I. Market Overview

The Brazilian economic scenario has changed since the Real Plan implementation in 1994. The Plan brought down inflation, reduced trade tariffs and held the exchange rate relatively stable through 1998. With that, however, the Brazilian currency became overvalued and the economy moved into a trade deficit. Finally, with the international crisis in early 1999, the Brazilian Central Bank was forced to abandon their exchange rate policy and allowed the local currency, the Real (R$), to float. The average exchange rate dropped from R$1.16 per U.S. dollar (US$) in 1998 to an average of R$1.81/US$ in 1999. The year of 1999 was critical for the Brazilian economy. The negative implications, however, were less than analysts feared. In 2000, the economy began to recover as the GDP increased 4.5 percent and the inflation rate was lower than the preceding year. The exchange rate did not oscillate significantly.

Today, the most relevant short-term issue impacting the Brazilian economy relates to the serious electricity shortage, which has forced the Government of Brazil (GOB) to adjust GDP growth projections downward for the next two years. The present Argentine economic situation is also negatively affecting Brazil. According to the Brazilian Central Bank, near-term prospects are not comfortable but are not anticipated to "destabilize" the economy. Furthermore, the GOB projects the benchmark interest rate to progressively increase.

The Brazilian economy has been going through a period of transformation that is both promising and difficult. The economy has a high growth potential and a considerable consumer market. During the first period of the Real Plan, the Brazilian market could absorb almost everything, considering that per capita consumption of many products was much lower in Brazil when compared to developed countries. Nevertheless, with tightening economic conditions in 1998 and after the 1999 devaluation, most imported products disappeared from supermarket shelves as they were no longer price competitive. Nevertheless, in 2000, U.S. exports of consumer oriented products to Brazil increased 6 percent over 1999.

Now, exporters seeking to introduce their products in the market need to effectively target niche segments and offer refined high-end value-added products that respond to upper-level consumer demand. Proper product placement, pricing and marketing are increasingly important factors. Foreign companies determined to compete in this market, must learn how to move in this up-and-down economic environment.

**Advantages and Challenges U.S. Companies Face When Entering the Brazilian Market**

| Advantages | Challenges |
|---|---|
| The entry of international companies generates more dynamic trade. | Cultural tendencies can restrict international acceptance of products. |
| U.S. products enjoy a status of high quality and product safety. | A lack of trade and consumer knowledge of U.S. products and brands still exists.<br>In Brazil, U.S. culinary culture is often related to fast-food. This perception is very strong among importers and consumers which gives European products a competitive advantage when developing niche markets targeting upper-end consumers. |

| | |
|---|---|
| U.S. exporters are perceived as very reliable; much more so than European and other third-country suppliers. | Paradoxically, U.S. suppliers are viewed as “distant” and too contract oriented. European businesses are considered very flexible regarding local retailers’ demands and more customer oriented, which gives them a certain advantage and easier entry. Local representation is important. |
| Segmentation and differentiation in the retail sector. | Today, most imported items are not price competitive with the local items. Therefore, to develop niche markets and generate differentiation, new high-end products are being sought for the market. |
| The U.S. is a reference for the local industry. Major American trade shows are well known and visited. | U.S. suppliers are viewed as one-shot-sellers and need to develop a long-term relationship with local buyers. Regular contact is very important. |
| The trend towards convenience grows consistently. A healthier life style has been pursued by consumers living in metropolitan areas. | Highlight characteristics of U.S. products to develop this niche market. Overcome barriers such as the reluctance of importers towards the importation of refrigerated items. The local industry still has very limited experience in handling/marketing such products. |

## II. Exporter Business Tips

When exporting to Brazil, U.S. companies should be aware that international trade operations are heavily impacted by the Government of Brazil (GOB) by means of decrees and procedures – fiscal, administrative, foreign exchange – which are implemented by different branches of the federal government to regulate the various aspects of trade between Brazil and other countries.

The GOB is constantly modifying Brazil’s foreign trade regulations to adjust the country competitiveness in the global market. This means that Brazilian importers need to continuously updated on standards and decrees in effect.

The main Brazilian Government offices involved in importation are:

# **Ministry of Finance** (Ministério da Fazenda – MF)
Main MF Divisions:
- Secretariat of Federal Revenue / U.S. equivalent: I.R.S.(Secretaria da Receita Federal – SRF)
- Brazilian Terminology Committee (Comitê Brasileiro de Nomenclatura – CBN)
- National Monetary Council (Conselho Monetário Nacional – CMN)
- Brazilian Central Bank (Banco Central do Brasil – BCB)

# **Ministry of Development, Industry and Foreign Trade** (Ministério do Desenvolvimento, Indústria e Comércio Exterior – MDIC)
- Secretariat of Foreign Trade (Secretaria de Comércio Exterior – SECEX)

The main Brazilian Government offices involved in the importation of agricultural products are:

- # **Ministry of Agriculture, Livestock and Food Supply** (Ministério da Agricultura, Pecuaria e Abastecimento – MAPA)
  In general, MAPA is the primary Ministry which oversees and enforce most of the regulations regarding production, import, export, sanitary and phytosanitary issues.

- # **Ministry of Health** (Ministério da Saúde – MS)
  MS is the primary Ministry for the enforcement of the regulations regarding processed food products, regardless of origin. MS has a similar function in regulating foods as that of the Food and Drug Administration (FDA) in the United States.

Except for poultry meat, U.S. products of animal origin (beef, pork, seafood, and dairy) are allowed into the Brazilian market, if the product comes from a U.S. federally inspected plant which has the approval of the Brazilian Animal Products Origin Inspection Service (DIPOA). Unprocessed products of plant origin – fruits, seeds, grains – can be exported to Brazil after a pest risk analysis of the product is completed by the Brazilian Plant Health and Inspection Service (DDIV), and if accompanied by USDA/APHIS/PPQ phytosanitary certificate.

For additional information on GOB regulations regarding imports of agricultural and food products from the United States, such as labeling requirements, including transgenic, etc., please check the "Food and Agricultural Import Regulations and Standards" (FAIRS) report, number BR1615, dated July 31, 2001 at the USDA/FAS Home Page, "www.fas.usda.gov".

Since January 1997, the Secretariat of Foreign Trade (SECEX), the Secretariat of Federal Revenue (SRF) and the Brazilian Central Bank (BCB) have been responsible for import related activities such as licensing, customs clearance and exchange monitoring though the Integrated Foreign Trade System – SISCOMEX (Sistema Integrado de Comércio Exterior) – an administrative software program with graphic interface to complete the computer-based Import Document. Since this system has been implemented, import and export procedures have become more transparent, allowing the GOB to adopt quick measures to minimize trade deficits and frauds. The system also enables the government to better control tax payments.

Brazilian companies interested in importing must register with the Importers and Exporters Registry Office of SECEX. Registrations completed prior to 1997 have been entered into the SISCOMEX. New registrants are automatically added to the system upon the first import transaction. It is necessary to be registered at the SRF in order to obtain a user password to access the SISCOMEX.

Brazilian importers may contact foreign manufacturers, trading companies, concessionaires or any individual interested in exporting to Brazil to determine products of interest for importation, as well as cost, guarantees, type of payment, etc. Such contact may be done via fax, e-mail, by telephone or personally. The importer must then request from the foreign exporter the remittance of a document that formalizes the transaction costs agreed upon (pro forma invoices, letters, telegrams, fax, purchase orders or contracts). At any given time, SECEX may request from the importer relevant information or documentation of the transaction. In case of discrepancies, SRF may arbitrate the product value in order to establish the tax fee.

Another important element is the means of transportation to be utilized to ship the product, as well as whether payment of the freight is the importer’s or exporter’s responsibility. If the freight charges are payed by the exporter, the bill of lading will highlight that freight is "pre-payed". If the importer is paying for the freight charges, the bill of lading will include information that the freight is "collect".

The Import Licencing (LI) can be either automatic or non-automatic and is executed through the SISCOMEX. In order to grant a license, the SISCOMEX will require information regarding commercial, financial, tax and exchange details of the transactions in order to define the legal status.

- Automatic Licensing: products not subject to special control or special conditions will be automatically licensed upon completion of the Import Declaration of Customs Clearance in the SISCOMEX system.

- Non-Automatic Licensing: products or transactions subject to special importation approval or which are required to comply with special conditions must obtain licensing prior to shipment or before registering the Import Declaration. A list of products and/or transactions, as well as the schedule for licensing, according to general conditions of trade, may be found in the SISCOMEX Administrative Treatment chart.

  Mainly products of animal origin (beef, pork, seafood, and dairy), some plants already registered, and unprocessed products of plant origin (fruits, seeds, grains) are under this category, which means that they can only be exported to Brazil after MAPA consent. This special authorization is requested and released by the system. Importers, however, may want to contact MAPA to speed up the process in case more documentation or analysis are needed. In general, the authorization is granted within a week.

Products and/or transactions under special conditions such as drawback protection, Tax Benefits for Exports (BEFIEX), National Council of Science and Technology Development (CNPq) and Manaus Trade-free Zone (ZFM), are subject to LI prior to Customs Clearance.

Once the commercial transaction is concluded, the importer may authorize shipment of the merchandise to Brazil. Products and/or transactions subject to prior import approval must have approval prior to shipment. After shipping, the exporter must send, according to the established method of payment, the documentation that will allow the importer to gain release the goods from Brazilian Customs.

Documentation required:
- Shipping Information (B/L or AWB)
- Commercial Invoice
- Certificate of Origin (for International Agreement products)
- Phytosanitary Certificate (when required by Brazilian law).

Overseas payment may be done in advance, by collection or by letter of credit (cash or installments). The buying and selling of foreign currency between the importer and an authorized exchange establishment is formalized by a Foreign Exchange Contract, according to the standards and regulations established by the Brazilian Central Bank. For simplified exchange transactions, transactions made through DSI, (see item 8) up to the value of US$10,000, or the equivalent in other currency, the formalization of the exchange can be made with a signed docket. The exchange transactions may be made for immediate or delayed payment. The time between signing the contract and payment of the transactions must not exceed 360 days. When the payment is made before Customs clearance the bond between the Import Declaration and the Foreign Exchange Contract will be established according to the form of payment agreed upon by the importer, or according to a Negotiating Bank upon exchange settlement.

The clearance process starts when imported products arrive in Brazil. The importer or a contracted customs broker, using relevant documentation, LI (if necessary), shipping information, commercial invoice, and other documents required due to special characteristics of the product and/or transaction, will prepare the Import Declaration (DI) in the SISCOMEX and, upon payment of the Import Tax, Excise Tax (IPI also known as Tax on Manufacture) and SISCOMEX user fees, will register the DI. This starts the customs clearance process.

Clearance from Customs consists of a series of acts carried out by a Customs official who will authorize the release of the goods to the importer after the verification of the merchandise, verification of compliance with tax laws and of the importer's identity. The SRF will release an Import Warrant (CI) in the SISCOMEX that will confirm Customs clearance. SISCOMEX will then automatically select the method of Customs clearance:

- Green: customs clearance authorization is automatically issued.
- Yellow: mandatory inspection of documentation is required and, if no evidence of irregularities is found, Customs clearance authorization is issued.
- Red: mandatory inspection of documentation and of merchandise is required before Customs clearance authorization is issued.
- Grey: mandatory inspection of documentation, merchandise, and the taxable basis of Import Tax is required before customs clearance authorization is issued. Customs clearance authorization can be arranged before the conclusion of the inspection of customs value, by using a guarantee issued by the importer.

Except for the green option, all documents, together with the receipt of the Import Declaration printed by SISCOMEX and proof of payment or waiver of the ICMS (Value-Added Tax also known as Interstate Movement Tax on Sales and Services), should be presented by the importer to the Federal Revenue Office where the goods are located for the conclusion of the customs clearance.

For goods assigned the gray option, a Declaration of Customs Value (DVA) must be made and transmitted via SISCOMEX to explain the commercial aspects of the transaction and to provide additional information to justify the value.

Any corrections to the information presented in the DI, changes in the calculation and additional tax or fines required by law, will be conducted according to SISCOMEX procedures. Foreign trade analysts point out the most common mistakes made by importers during the importation process are:

- misleading information – the exporter sends a documentation that does not match the information the importer entered in the SISCOMEX; and,
- error of fiscal classification.

How to avoid:

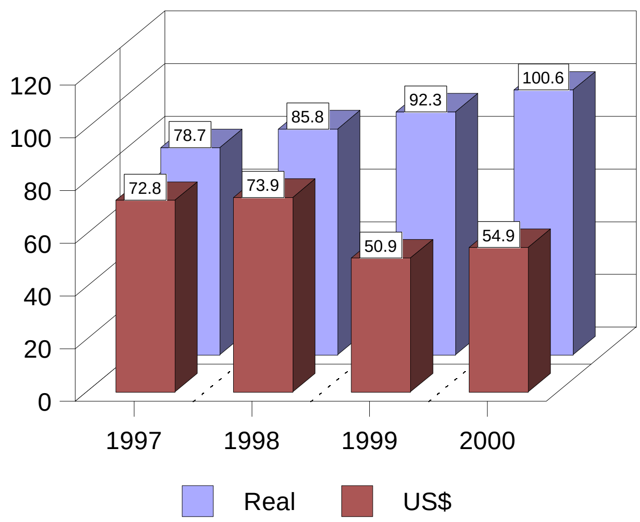
# the exporter may fax a copy of the BL prior to shipment to the Brazilian importer for confirmation;

# if the exporter is already exporting the product, they may find it useful to confirm the first 6 digits of the HS code, as it should be identical for WTO associated countries.

## III. Market Sector Structure and Trends

The Brazilian food processing industry represents an important portion of the economic scenario. Its dynamism, associated with its structural characteristics, ensured continuous growth in the last decade. Implementation of the Real Plan, the globalization process and the creation of trade agreements forced the local industry to invest heavily in technology to maintain its competitiveness. Concurrently, the Brazilian processing industry increased its production of high-value products. Food processors comprise approximately 45 thousand establishments, including the major multinationals, and manufacture more than 820 types of products. Nevertheless, the sector is composed mostly of small and medium sized companies. Despite the Brazilian economic slow down since 1998, the processing industry is still developing and demonstrating a positive growth trend.

**Food Industry Gross Sales**

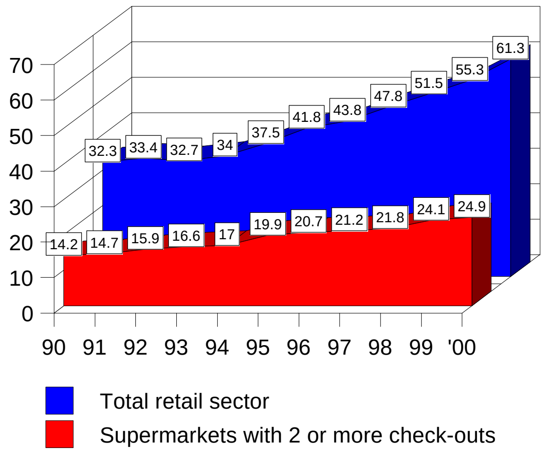



Source: Brazilian Food Processors' Association (ABIA)

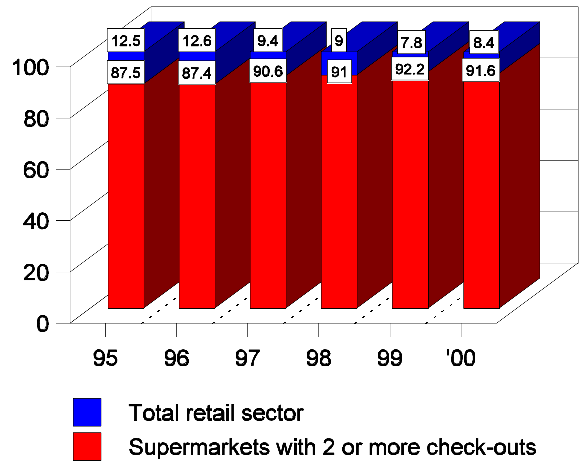
Today, 80 percent of the processing industry revenues are derived from the local market. In the 7 years of the Real stabilization plan, Brazilian food products have become much more sophisticated, quality has been enhanced and the introduction of new products increased. Concurrently, the Brazilian consumer has become better informed and more selective in terms of price and quality.

In 2000, according to the Brazilian Supermarket Association (ABRAS), the food retail sector accounted for 6.2 percent of the Brazilian GDP of R$1.09 trillion (R$1.83/US$1). The sector summed R$67.8 billion in nominal value, a 12.4 percent increase compared to 1999. The supermarket segment, stores with 2 or more check-outs, accounted for 92 percent of the entire retail sector of 61,259 stores. According to ABRAS, the top 20 Brazilian retail companies represent 41 percent of total gross sales, the top 50 represent 58 percent, and the top 500 are responsible for 68 percent of total sales. In 2000, mergers continued which, through acquisitions and openings of new stores, enabled the top 20 retail companies to expand their store numbers by 12 percent. The retail sector in Brazil is still the major channel for food distribution.

**Number of Stores**
(In thousands)




**Gross Sales**
(% over sector revenue)

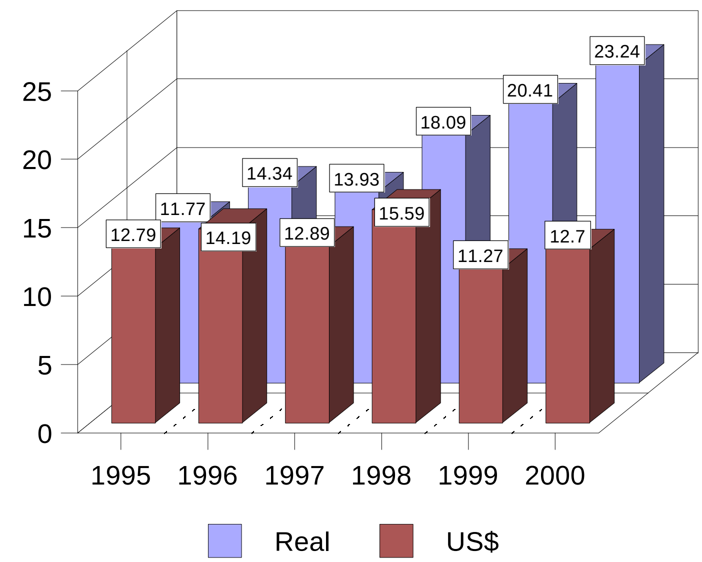



Source: ABRAS

The Brazilian food service industry encompasses bars, restaurants, fast food, snack shops, bakeries, pastry shops and industrial catering. According to the Brazilian Food Processors' Association (ABIA), the sector purchased R$23.4 billion (R$1.83/US$1) of processed food items in 2000, representing 23 percent of the food processing industry gross sales. The food service industry has maintained a positive trend since the 1994 implementation of the Real Plan. According to ABIA, purchases of processed food items by the food service sector increased 97 percent from 1995 to 2000.

For the industrial segment of food service, the market is still underdeveloped. According to the Brazilian Industrial Caterers Association (ABERC), in 1999, 7.5 million meals were served daily. The association calculates Brazilian potential to be over 20 million meals for private companies and 17 million for schools, hospitals and the military.

**Brazilian Food Service Purchases**




Source: ABIA

When analyzing trends in the Brazilian food distribution industry, the subject can be viewed in three segments: the processing industry, retail, and food service. However, even if in different spheres, the emphasis is on convenience. Convenience has become a primary factor for purchasing decision at the consumer level, which opens up opportunities for new niche markets to be developed.

Consumption patterns have changed significantly in the past 30 years. According to the Brazilian Geography and Statistics Institute (IBGE), one of each five meals are consumed out of home. In metropolitan areas, the proportion achieves 25 percent. Savings and quality of life factors are contributing to the development of the food service sector and convenience product development. In addition, as shown by IBGE research, in 1971 the average time spent on meal preparation was 2 hours, while in 1998 it was 15 minutes. Other variants affecting this trend are the increase number of woman in the workforce (40 percent in 1998), the decrease of average family size (3.5 individuals in 1998) and the increased number of single people living alone (9 percent of the population in 2000). In the last 18 years, according to the Applied Economic Institute Foundation (IPEA), the number of individuals living alone increased 41 percent. Consequently the market for prepared meals expanded 323 percent in the last 3 years, according to food industry analysts.

## IV. Best High-Value Product Prospects

U.S. exporters interested in developing business in Brazil may need to consider the different dimensions of the food processing industry, retail and food service sectors. The food processing industry became a very specific segment regarding imports in the last few years. As the sector developed, the demand for imported consumer ready products declined, with imports being displaced by locally manufactured items. Consequently, demand for more specialized ingredients increased. U.S. exporters may find it useful to contact the large companies as they have the scale to justify imports of full container loads. Some multinationals do still purchase prepared products in foreign countries, such as the U.S. and Europe, and ship the products with their own packaging.

Through retail, approximately 80 percent of food products are distributed. After the 1999 devaluation, imported products could no longer compete with the local products on a price basis. Therefore, the volume of imported items entering the market decreased significantly. Today, retailers still have a qualified selection of imported items in their portfolio. However, the products are now more sophisticated. They look for specialty foods, famous brands or products new to foreign markets. The target consumer became more restricted and retailers strategies shifted towards high-end niche markets. The primary reason for an upper-end consumer to purchase an imported product is not price as much as perceived value. As such, retailers and importers are spending more time researching unique products.

Food service still struggles to avoid food losses. Thus, the demand for dehydrated, frozen, and pre-cooked products have increased, leading the local processing industry to create departments to study and develop products for the sector. In general, this sector purchases imported products already in the market from local importers. As a result, there are very few imported products in the Brazilian market that address food service needs. Local importers tend to bring products that satisfy both retail and food service demand.

According to U.S. exports data, the more representative sales increase 1999-2000 to Brazil were:

| **Selected U.S. Exports to Brazil, 1999 and 2000 (US$000, Jan-Dec)** | | | |
|---|---|---|---|
| **Product** | **1999** | **2000** | **% Change** |
| Red meats fresh/chilled/frozen | 3,646 | 4,342 | 19 |
| Dairy products | 8,938 | 14,783 | 65 |
| Eggs & products | 1,460 | 2,274 | 56 |
| Fresh fruit | 3,079 | 4,000 | 30 |
| Fresh vegetables | 726 | 1,783 | 145 |
| Processed fruit & vegetables | 6,046 | 6,602 | 9 |
| Fruit & vegetable juices | 1,169 | 1,503 | 28 |
| Wine & beer | 1,596 | 1,963 | 23 |
| Pet foods (dog and cat) | 6,444 | 6,587 | 2 |
| Crab & crabmeat | 0 | 38 | ------ |
| Surimi (fish paste) | 161 | 419 | 160 |
| Roe & urchin (fish eggs) | 82 | 226 | 175 |

Source: U.S. Bureau of The Census Trade Data

As for intermediate agricultural products, U.S. exports of sugar, sweeteners and beverage bases, increased 19 percent, from US$16.6 million in 1999 to US$19.8 million in 2000, also denoting the highest export level since the 1970's.

## V. Key Contacts and Further Information

Should you have questions or comments regarding this report or need assistance exporting processed food products to Brazil, please do not hesitate to contact :

**U.S. Agricultural Trade Office**
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Other information sources:

**Brazilian Supermarket Association (ABRAS)**
Av. Diogenes Ribeiro de Lima, 2872
05083-901 São Paulo, SP, Brazil
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# APPENDIX I. STATISTICS

**TABLE A. Key Trade & Demographic Information**

| | |
|---|---|
| Agricultural Imports From All Countries ($Mil) / U.S. Market Share (%) [1] | 4,345 / 7.0 % |
| Consumer Food Imports From All Countries ($Mil) / U.S. Market Share (%) [1] | 1,434 / 7.0 % |
| Edible Fishery Imports From All Countries ($Mil) / U.S. Market Share (%) [1] | 321 / 2.0 % |
| Total Population (Millions) / Annual Growth Rate (%) [2] | 169,544 [3] / 1.6 % |
| Urban Population (Millions) / Annual Growth Rate (%) [2] | 137,697 [4] / 2.7 % |
| Number of Major Metropolitan Areas [2] | 11 [5] |
| Size of the Middle Class (Millions) / Growth Rate (%) [2] | 32,213 [9] / NA |
| Per Capita Gross Domestic Product (U.S. Dollars) [2] | 3,401 |
| Unemployment Rate (%) [2] | 7,639 [6] / 7.7 % |
| Per Capita Food Expenditures (U.S. Dollars) [2] | 726 [7] / 40.73 % [8] |
| Percent of Female Population Employed [2] | 28,863 [6] / 41.4 % |
| Exchange Rate (US$1=R$ local currency) | 1.83 |

[1] Source: United Nations Statistical Office
[2] Source: Brazilian Geography and Statistics Institutes (IBGE)
[3] Preliminary figures of the IBGE Census 2000, total population is estimated in 172,875 Millions
[4] Preliminary figures of the IBGE Census 2000
[5] Metropolitan areas used for the National Household Sample Survey (Pnda, IBGE)
[6] 1999 National Household Sample Survey (Pnda, IBGE)
[7] Value calculated by the Brazilian Food Industry Association (ABIA) based on the annual average expenditures according to the 1996 Consumer Expenditure Survey - (POF, IBGE)
[8] Percent on the total per capita expenditures according to the 1996 Consumer Expenditure Survey - (POF, IBGE)
[9] Middle class represents 19% of the total population with income between US$ 10,700 and US$ 16,200 per year

## TABLE B. Consumer Food & Edible Fishery Product Imports

| Brazil Imports (In Millions of Dollars) | Imports from the World 1998 | 1999 | 2000 | Imports from the U.S. 1998 | 1999 | 2000 | U.S Market Share 1998 | 1999 | 2000 |
|---|---|---|---|---|---|---|---|---|---|
| **CONSUMER-ORIENTED AG TOTAL** | 2,280 | 1,595 | 1,434 | 180 | 118 | 103 | 8 | 7 | 7 |
| Snack Foods (Excl. Nuts) | 186 | 99 | 73 | 16 | 7 | 8 | 9 | 7 | 11 |
| Breakfast Cereals & Pancake Mix | 9 | 4 | 3 | 1 | 1 | 1 | 14 | 8 | 6 |
| Red Meats, Fresh/Chilled/Frozen | 191 | 92 | 127 | 20 | 4 | 1 | 11 | 5 | 1 |
| Red Meats, Prepared/Preserved | 14 | 9 | 4 | 4 | 3 | 2 | 28 | 40 | 41 |
| Poultry Meat | 3 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| Dairy Products (Excl. Cheese) | 482 | 428 | 365 | 4 | 6 | 5 | 1 | 1 | 1 |
| Cheese | 74 | 47 | 40 | 5 | 3 | 1 | 7 | 7 | 1 |
| Eggs & Products | 7 | 5 | 7 | 2 | 2 | 2 | 35 | 33 | 35 |
| Fresh Fruit | 264 | 138 | 130 | 16 | 10 | 7 | 6 | 7 | 5 |
| Fresh Vegetables | 202 | 116 | 79 | 2 | 1 | 1 | 1 | 1 | 1 |
| Processed Fruit & Vegetables | 359 | 268 | 240 | 30 | 14 | 7 | 8 | 5 | 3 |
| Fruit & Vegetable Juices | 27 | 11 | 6 | 1 | 1 | 1 | 4 | 8 | 18 |
| Tree Nuts | 36 | 56 | 41 | 8 | 5 | 4 | 23 | 10 | 9 |
| Wine & Beer | 82 | 83 | 84 | 2 | 1 | 1 | 2 | 1 | 1 |
| Nursery Products & Cut Flowers | 11 | 7 | 8 | 1 | 1 | 1 | 3 | 3 | 1 |
| Pet Foods (Dog & Cat Food) | 15 | 9 | 8 | 12 | 6 | 6 | 80 | 72 | 84 |
| Other Consumer-Oriented Products | 320 | 224 | 218 | 55 | 54 | 56 | 17 | 24 | 26 |
| **FISH & SEAFOOD PRODUCTS** | 482 | 307 | 321 | 5 | 4 | 6 | 1 | 1 | 2 |
| Salmon | 25 | 18 | 23 | 0 | 1 | 1 | 0 | 0 | 1 |
| Surimi | 8 | 5 | 2 | 1 | 0 | 0 | 1 | 0 | 0 |
| Crustaceans | 2 | 1 | 2 | 1 | 0 | 1 | 7 | 0 | 4 |
| Groundfish & Flatfish | 163 | 83 | 88 | 1 | 1 | 1 | 0 | 1 | 1 |
| Molluscs | 4 | 2 | 2 | 1 | 1 | 1 | 1 | 2 | 2 |
| Other Fishery Products | 279 | 197 | 204 | 4 | 3 | 5 | 1 | 1 | 3 |
| **AGRICULTURAL PRODUCTS TOTAL** | 6,229 | 4,443 | 4,345 | 554 | 309 | 283 | 9 | 7 | 7 |
| **AGRICULTURAL, FISH & FORESTRY TOTAL** | 6,828 | 4,813 | 4,744 | 565 | 318 | 296 | 8 | 7 | 6 |

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

## TABLE C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products

### Brazil Imports

**CONSUMER-ORIENTED AG TOTAL ($1,000)**

| | 1998 | 1999 | 2000 |
|---|---|---|---|
| Argentina | 896,600 | 707,493 | 595,565 |
| Uruguay | 294,810 | 152,739 | 133,576 |
| United States | 179,936 | 117,733 | 102,824 |
| Chile | 157,550 | 101,027 | 99,149 |
| Italy | 73,019 | 58,555 | 61,068 |
| France | 58,759 | 49,022 | 44,568 |
| Spain | 63,007 | 40,169 | 43,546 |
| Paraguay | 32,628 | 13,221 | 31,543 |
| Netherlands | 53,719 | 31,901 | 28,361 |
| Denmark | 31,780 | 26,616 | 28,090 |
| New Zealand | 63,967 | 26,826 | 26,900 |
| Mexico | 42,975 | 35,773 | 26,551 |
| Portugal | 29,908 | 21,710 | 24,115 |
| Germany | 34,606 | 25,614 | 21,363 |
| Turkey | 22,333 | 23,188 | 17,892 |
| Other | 244,292 | 163,869 | 148,918 |
| World | 2,279,893 | 1,595,445 | 1,434,061 |

**FISH & SEAFOOD PRODUCTS ($1,000)**

| | 1998 | 1999 | 2000 |
|---|---|---|---|
| Norway | 173,853 | 120,148 | 116,138 |
| Argentina | 126,036 | 75,980 | 68,799 |
| Chile | 42,852 | 26,733 | 42,380 |
| Uruguay | 46,527 | 16,431 | 18,605 |
| Russian Federation | 3,207 | 7,308 | 14,765 |
| Venezuela | 14,714 | 15,253 | 13,007 |
| Ecuador | 13,257 | 8,002 | 7,084 |
| United States | 4,722 | 3,855 | 6,489 |
| Portugal | 3,775 | 2,258 | 6,222 |
| Peru | 3,587 | 4,974 | 6,147 |
| Mauritania | 1,812 | 4,022 | 5,918 |
| France | 650 | 2,106 | 4,897 |
| Korea, Republic of | 3,018 | 1,481 | 2,068 |
| Spain | 3,712 | 1,950 | 1,798 |
| Iceland | 16,911 | 5,509 | 1,733 |
| Other | 22,887 | 11,250 | 4,850 |
| World | 481,520 | 307,254 | 320,904 |

Source: United Nations Statistics Division